



**CONTRACT NO. 7831-0/13**  
**Purchase/Maintenance of Physical Fitness Apparatus – PREQUALIFICATION POOL**  
**ROADMAP**

**Contract Overview:**

This contract is to establish a contract for the purchase, repair and maintenance of physical fitness apparatus and equipment (gym equipment) in conjunction with the needs of Miami-Dade County. The successful bidder(s) shall provide equipment primarily for the Miami-Dade Aviation, Miami-Dade Fire Rescue and Miami-Dade Police departments.

In addition, the successful bidder shall provide repair and maintenance services for the physical fitness apparatus and equipment (gym equipment) as needed by County departments.

**Contract Term:**

June 20, 2011 – June 19, 2018, with no option-to-renew

**Procurement Contracting Officer:**

Lluis Gorgoy  
Phone: (305) 375-4946  
Fax: (305-375-4470  
Email: [gorgoyl@miamidade.gov](mailto:gorgoyl@miamidade.gov)

**Award History:**

<u>ADD NO.</u> ↓	<u>Date issued</u> ↓	<u>Event</u> ↓	<u>AGENT</u> ↓
6	5/28/2013	BPO has been extended for 60 months and allocation has been increased to \$665,000 for the period of the contract.	Lluis Gorgoy
5	5/23/2013	The following vendor has met all the criteria and is being added to the pool of vendors: <b>Med Fit Systems Inc.</b> (680317647-01)	Lluis Gorgoy
4	2/19/13	The following vendor has met all the criteria and is being added to the pool of vendors: <b>Wellway Exercise Sales &amp; Service Co.</b> (742766052-02)	Josh Brown
3	3/29/12	The following vendor has changed his vender suffix from -02 to -10 : <b>Sears Roebuck &amp; Co</b> (361750680-10)	Roma Campbell
2	9/26/11	The following vendors have met all the criteria and are added to the pool of vendors: <b>Sears Roebuck &amp; Co</b> (361750680-02), <b>Clique Marketing LLC</b> (650985004-02)	Roma Campbell
1	7/6/11	The following vendor has met all the criteria and is being added to the pool of vendors: <b>MFAC LLC</b> (262148521-03)	Roma Campbell

**Part #1: PRE-QUALIFIED VENDORS BY EQUIPMENT TYPE**

This contract established nine pre-qualified pools of vendors for participation in future spot market competitions for purchase of goods and services in the following groups:

**\*Please note the following vendors have been marked for deleting, pending insurance, after insurance approval they will be reactivated in ADPICS;**

**MFAC LLC**

AWARDED VENDORS – EQUIPMENT TYPE												
Manufacturer / Brand	Coastal Fitness Discount Cardio	Clique Marketing LLC	Med Fit Systems	MFAC, LLC	Promaxima Manufacturing	Sears Roebuck & Co	Wellway Exercise Sales & Service Co					
AB Core												
Concept 2 Rowers												
Cybox							X					
EFX												
Freemotion						X						
Gym Source												
Hampton												
Humane												
Keiser							X					
Life Fitness							X					
Matrix							X					
MF Athletic												
Nautilus			X			X	X					
Olympic												
Precor							X					
Promaxima												
Schwinn												
Star Trac							X					
Tactical Fitness												
Tag												
TKO												



UCS											
Versa Climber											
York											
TRUE	X										

## **Part #2: Applicable Ordinances**

Each Solicitation shall be consistent with AO NO.3-38, “Master Procurement Administrative Order.”

### **Applicable Ordinances**

Local Preference, Cone of Silence, UAP & Inspector General Ordinances shall be applicable to each solicitation issued under this contract.

### **Local Preference Consideration**

The evaluation of competitive solicitations is subject to Section 2-8.5 of the Miami-Dade County Code, which, except where contrary to federal or state law, or any other funding source requirements, provides that preference be given to local businesses. A local business, for the purposes of this Section, shall be defined as a Proposer which meets all of the following:

1. A business that has a valid occupational license, issued by Miami-Dade County at least one year prior to bid or proposal submission, that is appropriate for the goods, services or construction to be purchased:
2. A business that has a physical business address located within the limits of Miami-Dade County from which the vendor operates or performs business (Post Office Boxes are not verifiable and shall not be used for the purpose of establishing said physical address.); and
3. A business that contributes to the economic development and well-being of Miami-Dade County in a verifiable and measurable way. This may include but not be limited to the retention and expansion of employment opportunities and the support and increase in the County’s tax base. To satisfy this requirement, the vendor shall affirm in writing its compliance with either of the following objective criteria as of the proposal submission date stated in the solicitation:
  - a. The Vendor has at least ten (10) permanent full time employees, or part time employees equivalent to 10 FTE (“Full Time Equivalent” employees working 40 hours per week) that live in Miami-Dade County, or at least 25% of its employees that live in Miami-Dade County, or
  - b. The Vendor contributes to the County’s tax base by paying either real property taxes or tangible personal property taxes to Miami-Dade County, or
  - c. Some other verifiable and measurable contribution to the economic development and well-being of Miami-Dade County.

Additionally, a Locally-Headquartered Business shall mean a Local Business as defined above which has a “principal place of business” in Miami-Dade County. “Principal place of business” means the *nerve center or the center of overall direction, control, and coordination of activities of the bidder*. If the bidder has only one business location, such business location shall be its principal place of business.



In the case of Requests for Quotes (RFQ's) which are based on price and/or hourly rate, the following shall apply:

**Local Preference:** If a low bidder is not a local business and a *local business* submits a bid within 10% of the non-local low bidder, the non-local low bidder and all local businesses within 10% of the non-local low bidder; shall have the opportunity of submitting a best and final offer. The offer shall be equal to or lower than the low bid.

**Locally Headquartered Businesses:** If a low bidder is not a local business and a *locally headquartered business* submits a bid within 15% of the non-local low bidder, the non-local low bidder and all locally headquartered business within 15% of the non-local low bidder shall have the opportunity of submitting a best and final offer. The offer shall be equal to or lower than the low bid.

**Locally Headquartered Businesses:** If a low bidder is a local business and a locally headquartered business submits a bid within 5% of the local, the local low bidder and all locally headquartered business within 5% of the local low bidder shall have the opportunity of submitting a best and final offer. The offer shall be equal to or lower than the low bid.

#### **Interlocal Agreement**

At this time, there is an interlocal agreement in effect between Miami-Dade and Broward Counties until September 30, 2013. Therefore, a vendor which meets the requirements of (1), (2), and (3) above for Broward County shall be considered a local business pursuant to this Section.

#### **Small Business Contract Measures**

A Small Business Enterprise (SBE) bid preference applies to this solicitation.

A 10% bid preference shall apply to contracts \$1 million or less and 5% on contracts greater than 1\$ million. A SBE/Micro Business Enterprise must be certified by the Department of Business Development (DBD) for the type of goods and/or services the Enterprise provides in accordance with the applicable Commodity Code(s) for this solicitation. For certification information, contact the Department of Business Development at 305-375-3111 or access [www.miamidade.gov/sbd](http://www.miamidade.gov/sbd).

The SBE/Micro Business Enterprise must be certified by bid submission deadline, at contract award for the duration of the contract to remain eligible for the preference.

***There are NO vendors that shall receive SBE preference at the time of initial award.*** Vendors who meet the minimum requirements and are added to the pre-qualification pool may be eligible for the SBE preference and would qualify for the above mentioned preferences.

When the above circumstances (Local, locally headquartered, or SBE preferences occur, user departments are to send out a request to obtain the best and final offers (BAFO).

Please note that the determination of the responsibility and responsiveness of all vendors that are to be included in the best and final process must take place prior to requesting the BAFO. This is to avoid a situation where a violation of the local preference ordinance to conduct a best and final process could take place. Even if low bidder, a non-responsive local vendor should not be included in this process.

#### **Part #3: Instructions for each solicitation**



This contract requires each acquisition to go through a competitive, spot market Request for Quote (RFQ), prior to the award of a Work Order (WO).

Departments are to utilize the below vendor contact information for the issuance of all RFQ's. These contacts listed below are authorized to respond to all County requests and are to be included in each RFQ issued against the contract. Failure to utilize the below contacts for the vendors listed, may result in cancellation or rejection of a RFQ solicitation. It is highly recommended that the RFQ's be issued via e-mail for tracking and reporting purposes.

**\*Please note the following vendors have been marked for deleting, pending insurance, after insurance approval they will be reactivated in ADPICS;**

#### **MFAC LLC**

Vendor	Contact Name	Phone Number	Fax Number	E-mail Address
<b>Coastal Fitness Discount Cardio</b>	Michael J Asenti	561 712-0381	561 712-1483	<a href="mailto:coastalfitness@aol.com">coastalfitness@aol.com</a>
<b>Clique Marketing LLC</b>	Richard Lemoine	954 781-1787	954 781-1575	<a href="mailto:rlemoine@gymstogo.com">rlemoine@gymstogo.com</a>
<b>Med Fit Systems</b>	Edward Navan	678-895-0199	276-773-0393	<a href="mailto:enavan@medfitsys.com">enavan@medfitsys.com</a>
<b>MFAC, LLC</b>	Eric Falk	800 556-7464	800 682-6950	<a href="mailto:Eric.Falk@mfathetic.com">Eric.Falk@mfathetic.com</a>
<b>Promaxima Manufacturing</b>	John Yager	713 667-9606	713 661-3976	<a href="mailto:JYAGER@promaxima.com">JYAGER@promaxima.com</a>
<b>Sears Roebuck &amp; Co</b>	Lisa Garcia-Dave	786 348-7826	305 246-8350	<a href="mailto:EGAR132@searshc.com">EGAR132@searshc.com</a>
<b>Wellway Exercise Sales &amp; Service Co</b>	Arnold Davis	954 825-5774	954 827-2969	<a href="mailto:wellwayex@gmail.com">wellwayex@gmail.com</a>

Reference Section 2, Paragraph 2.17: Departments shall include the delivery requirements within the RFQ. Failure of the vendor to deliver the goods within the required delivery time stated in the RFQ, the County reserves the right to cancel the contract on default basis.

#### **METHOD OF AWARD**

RFQ's may be awarded to the vendors with the lowest price in the aggregate, per-group, or in a per-item basis.

#### **USER DEPARTMENT RESPONSIBILITY**

It is the responsibility of the user Department Director to ensure compliance with the above-mentioned procedures. Purchase under this contract will be subject to random review or audit by County authorities, including the Procurement Management Services Division, Audit and Management, and the Office of the Inspector General.

#### **RECORD RETENTION**

For each purchase order issued under this contract, the user department shall maintain a record of the purchase including: market research performed, all quotes sought, all quotes obtained, required exception forms, and any other documentation supporting each purchase to ensure compliance and to establish the necessary accountability for audit. The record shall be maintained by the user department in a location (either electronic or paper) easily accessible for review or audit in accordance with the County Records Retention regulations.